



**Northport, Waldo County, ME Pre-application Letter
ConnectME Grant Round 4**

1.) A description of the communications with nearby incumbent or existing broadband service providers for current and future plans for expansion in the proposed project area;

We understand the area we intend to serve as being unserved at this time. It is not served by cable or DSL. We work closely with other wireless providers to mitigate interference potential as we each expand and are not aware of any plans to cover the area we seek to cover with this grant. Parts of the east side of Northport are covered by Midcoast and another wireless provider (Bluestreak), and we are not including that area in this application.

2.) A description of the proposed project, including: the type of service to be provided, indicating the technology used; the estimated upstream and downstream speeds of the service to be provided; and an estimate of the time required to complete the proposed project;

Midcoast Internet Solutions (MIS) intends on deploying a fixed wireless solution to the west side of Northport. This will include the Northport portion of route 52, the west half of Beech Hill Road, and other nearby sideroads. The minimum speeds will be 2 Mbps download and 1 Mbps upload for a rate of \$40/month. Additional speeds will be made available at additional cost. The project is estimated to take 6 months to complete. All details regarding project will be submitted with Final Application.

3.) The total amount of funding requested from the Authority;

Midcoast Internet Solutions will be requesting the amount of: \$35,000 with MIS providing matching funds near \$40,000.

4.) The applicant's financial capability and commitment to the project in addition to the funding requested from the Authority and other funding sources;

MIS has been and will be contributing a mix of labor, technical skills including mapping, photogrammetry, tower climbing, construction, Internet experience, insurance, equipment, and coverage of unanticipated expenses. We have spent about \$1000 in labor researching options for Northport using some of these skills. Insurance will be inexpensive, and unanticipated expenses could range from \$0 to \$5000 based on our prior experience. We expect to utilize about \$15000 in labor for the project. We will also be delivering Internet to Union for the project on our own network at our own infrastructure expense. After 50 installations, we will be purchasing solely at our expense any radio equipment needed to hook up customers; this is usually about \$400 average per customer. Amongst the first 50 installations, we will be supplying firewall routers for all customers at a cost of about \$30 each. Amongst the 900mhz customers in the first hundred installs, we are providing antennas and cabling for the 900mhz customers at a cost of about \$100 each. (5Ghz customers have integrated antennas).

4.) The percentage of households in the unserved area that will have access to the new service and the estimated number of customers who will benefit from the project who are currently unserved;

We expect to be able to provide service to about 85% of the homes in the area we intend to cover. We expect about 150-200 homes would be able to benefit from the new broadband availability.

5.) Public-private partnerships that have been established and an indication of community support for the proposed project; and

Midcoast Internet Solutions is working with local land owners to establish a business relationship regarding the use and their land for trade of internet services. We have also been asked by the town leaders for broadband coverage in Northport. We don't have a formal agreement with the town with regard to the pre-app, but expect to work closely with the town on a project application and implementation. We already provide service on the east side on Northport, facing Penobscot Bay with infrastructure at Islesboro, Northport, and Belfast.

7.) A description of the applicant's experience relevant to the proposed project.

Midcoast Internet Solutions has successfully completed two projects that were directly involved with ConnectME Somerville in 2007/08 and Jefferson in 2009. Both locations are using the latest in fixed wireless technology to provide maximum throughput in a non-line of sight situation. We intend in using this same proven technology for the unserved areas of west Northport. We believe this project will be useful in it's intended area and will provide infrastructure useful for future service of unserved areas beyond the scope of this project into the future.

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